

## Message Text

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46

ACTION COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 090955Z JUL 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 4832

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PASS DEPT OF COMMERCE OED/FISS

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJ: HILTON CONSIDERING HOTEL VENTURE IN NIGERIA

REF: LAGOS 5675

1. EMBASSY HAS LEARNED FROM REPRESENTATIVE OF CONTINENTAL LINES AFRICA LTD., NIGERIAN CLEARING AND FORWARDING COMPANY, OF PRELIMINARY INTEREST ON PART OF HILTON HOTELS IN ESTABLISHING HOTEL IN LAGOS. CONTINENTAL LINES ACTING AS AGENT FOR KUHNE & NAGEL, WEST GERMAN INTERNATIONAL TRANSPORT COMPANY, WHICH IN TURN WORKING WITH HILTON ON INFORMATION-GATHERING EXERCISE.

2. LOCATION: HILTON REPORTEDLY INTERESTED IN ACQUIRING PLOT OF LAND ON VICTORIA ISLAND CURRENTLY RESERVED ON OPTION BY WEST GERMAN EMBASSY. KUHNE & NAGEL, AS GERMAN COMPANY, HAS BEEN ASKED TO PROBE INTO POSSIBLE AVAILABILITY THIS LAND.

3. FINANCING: HILTON APPARENTLY HAS ARRANGEMENT WITH COMPANY IDENTIFIED AS "VOYER" WHEREBY LATTER WOULD PUT TOGETHER FINANCIAL PACKAGE.

4. CONTINENTAL REP CAME TO EMBASSY FOR ASSISTANCE IN ANSWERING QUESTIONS FROM KUHNE & NAGEL ON (A) LAGOS STATE - OXY/HOLIDY EXCLUSIVITY AGREEMENT, AND (B) CORRECT PROCEDURE TO BE FOLLOWED BY VOYER IN OBTAINING FMG APPROVAL OF FINANCING ARRANGEMENTS.

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5. AT ITS DISCRETION COMMERCE MAY WISH TO ESTABLISH CONTACT WITH HILTON DIRECTLY WITH ANSWERS TO QUESTIONS. NATURE OF EXCLUSIVITY AGREEMENT SPELLED OUT IN REFTEL. RE FINJING, MINFIN APPROVAL IS REQUIRED FOR OFFSHORE FINANCING AND COMMERCE MIGHT SUGGEST ADVISABILITY OF APPOINTING LOCAL REPRESENTATIVE TO ACT AS INTERMEDIARY WITH MINISTRY. LATTER MUST BE KEPT INFORMED OF ALL DETAILS AND APPARENTLY WILL NOT HESITATE TO OFFER ITS OPINION IF IT FEELS LOAN TOO EXPENSIVE OR OTHSJWISE UNSUITABLE. IT IS ALSO PREFERABLE, IF NOT MANDATORY, THAT ATTORNEY BE ACTING ON BEHALF OF A NIGERIAN CLIENT, AND PROJECT LIKELY TO RECEIVE MORE SYMPATHETIC ATTENTION IF SUBSTANTIAL NIGERIAN, AS WELL AS FOREIGN, EQUITY HOLDING IS INVOLVED.

6. ASSUME HILTON AWARE OF LAGOS-BADAGRY ROAD PROJECT REPORTED REFTEL AND PREVIOUS.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Draft Date:** 09 JUL 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** martinml  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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